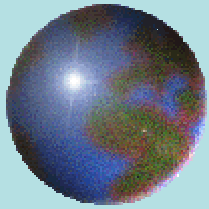


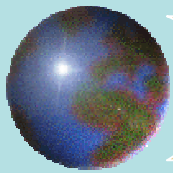
# *U.S. Trade and Development Agency*



# *USTDA's Mission*



- **USTDA promotes U.S. private sector participation in projects in developing and middle-income countries - special emphasis on economic sectors that represent significant U.S. export potential.**
- **Dual Mission – promote trade and spur economic development**



# *USTDA's Role*

- **USTDA's goals are two-fold:**
  - **create U.S. jobs by helping American businesses export their products**
  - **promote sustainable economic growth in developing and middle-income countries.**
- **USTDA is at the forefront of U.S. foreign and trade policy, working with a wide variety of USG agencies, including:**
  - **Commerce (FCS), State, Agriculture, Energy, Transportation, USTR, Ex-Im, OPIC, FAA, . . . .**

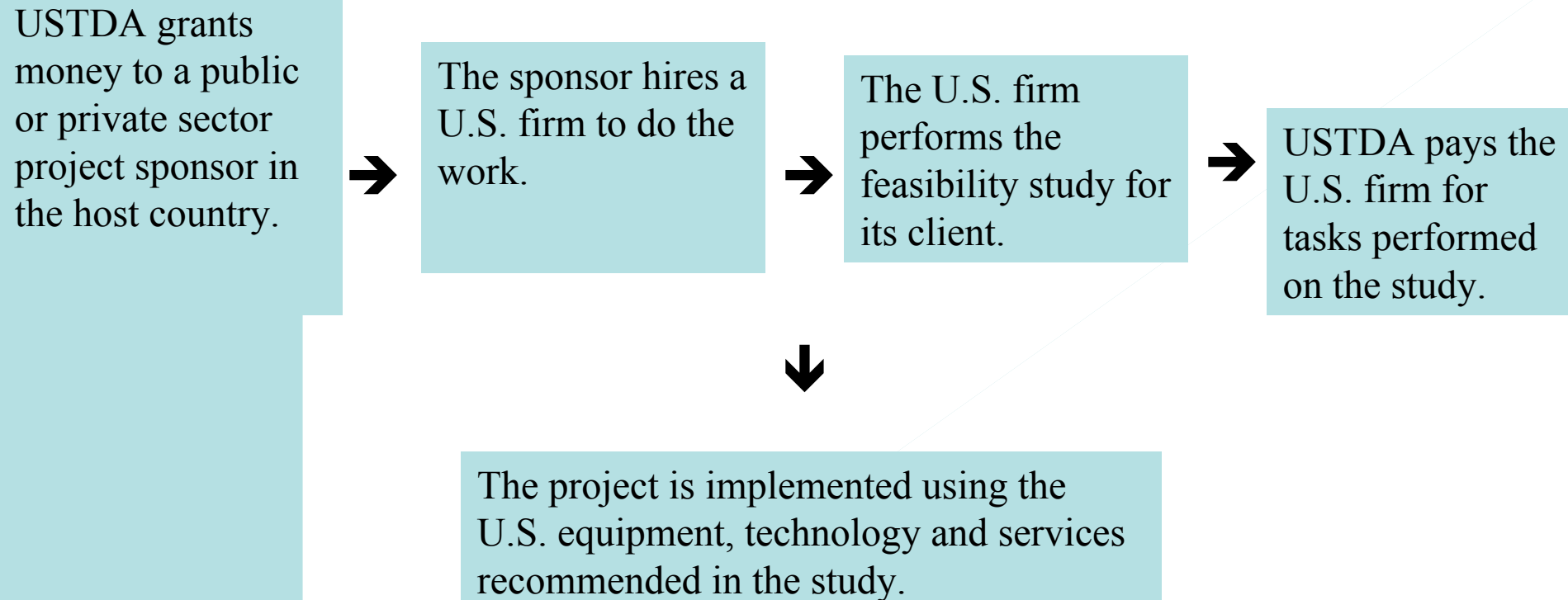
# Feasibility Studies

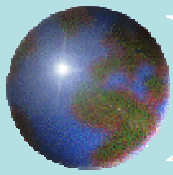
*These help define and prepare projects, and assist U.S. companies in exporting.*

- ✓ Feasibility studies are the “nuts and bolts” of project planning
- ✓ These studies evaluate the technical, legal, economic, environmental and financial aspects of a project
- ✓ They are required by financial institutions to assess the creditworthiness of a project

# *Feasibility Studies*

## ***How they work:***





# *Submitting a project for consideration*

- ✚ USTDA accepts proposals from U.S. companies
- ✚ USTDA can also accept proposals from Russian private and governmental organizations if financing for the project is available
- ✚ Proposal format is on our website ([www.tda.gov](http://www.tda.gov))

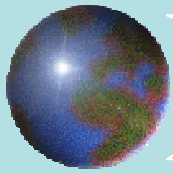
# *Definitional Missions and Desk Studies*

***Using the private sector to analyze a project's potential.***

**DMs and DSs are tools that USTDA uses to evaluate potential projects. USTDA hires small U.S. firms with technical expertise to determine:**



- ✓ if the project makes sense
- ✓ if it has significant export potential
- ✓ if financing is obtainable
- ✓ if U.S. firms are facing international competition
- ✓ what the terms of reference and budget should be for a comprehensive feasibility study



# *Criteria for Project Funding*

TDA has both a *development* and *export promotion* mission. To be considered for funding, projects must:

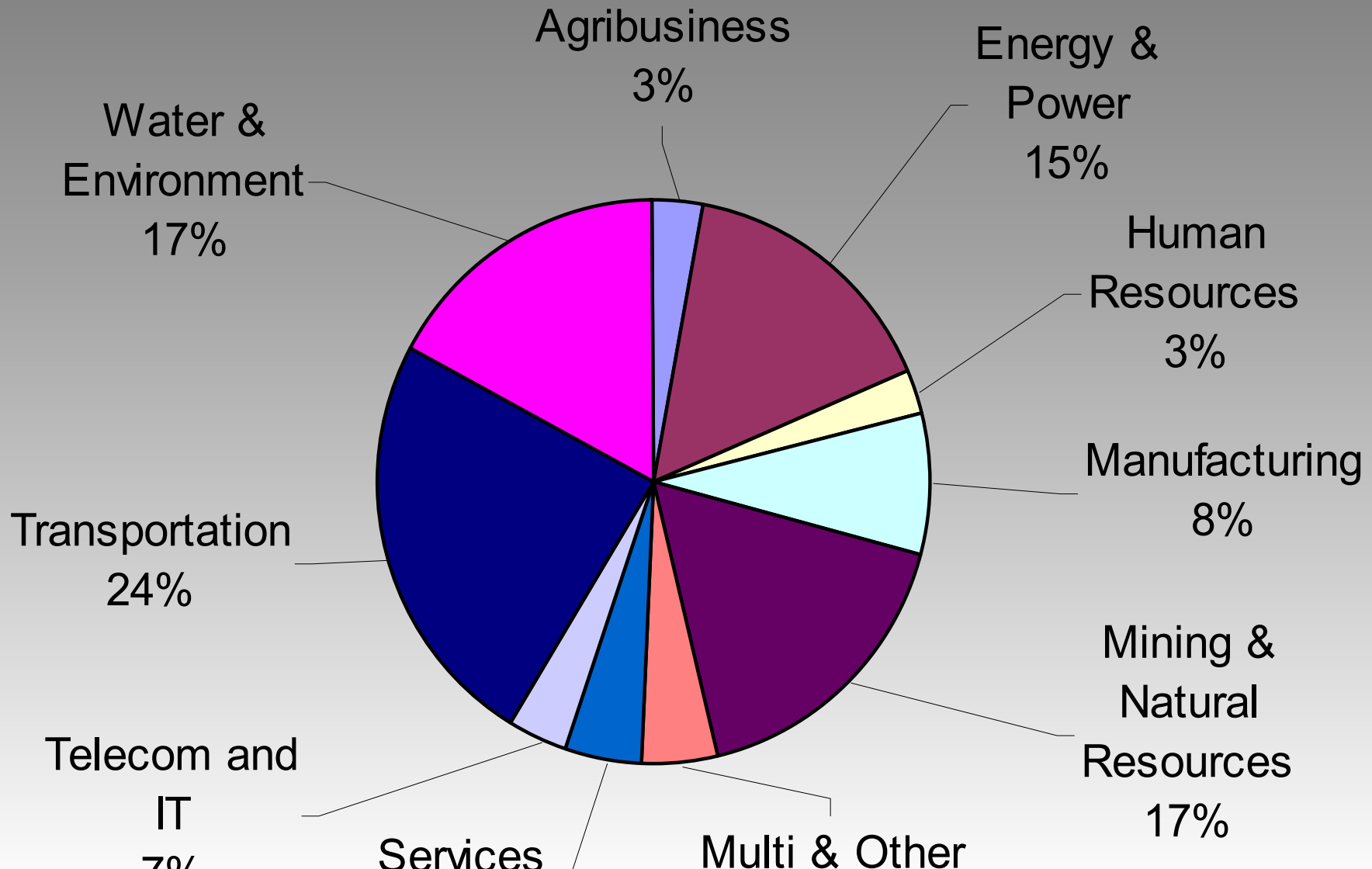
- ✓ **Be a development priority of the host country**
- ✓ **Represent an opportunity for sales of U.S. equipment, technology and services**
- ✓ **Face strong competition from foreign companies**
- ✓ **Be likely to receive implementation financing**

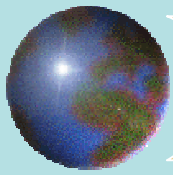


# *Other TDA Tools*

- **Orientation Visits**
- **Conferences**
- **Training Grants and Technical Assistance**
- **Trust Funds at Multilateral Development Banks**

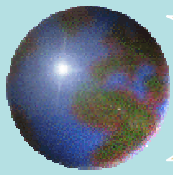
# *Top Sector Investments*





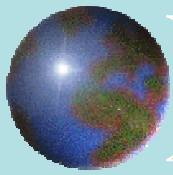
## *USTDA in Russia*

- USTDA has provided funding of over \$60 million for studies and other activities in Russia since 1992.
- Over \$500 million in U.S. exports of goods and services have resulted.
- USTDA has worked on 27 energy sector projects in Russia since 1991, totaling more than \$9 million.



## *Recent Energy Projects in Russia*

- ⊕ District Heating/Combined Heat and Power Orientation Visit
- ⊕ District Heating System in Ulan-Ude
- ⊕ Financial Analysis of RAO UES Restructuring
- ⊕ Modernization of Rosneft Refineries



# *How to Contact USTDA*

- [www.tda.gov](http://www.tda.gov) or [info@tda.gov](mailto:info@tda.gov)

- (703) 875-4357

- 1000 Wilson Blvd., Suite 1600  
Arlington, VA 22209